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Regret that Tattoo? No Problem

More entrepreneurs are making money on removing unwanted body art

By Sarah Kessler



Tattoo removal training programs have also taken off. **Louis Silberman**, the co-founder of the **National Laser Institute** in **Scottsdale, AZ**, is opening a new location in **Dallas** within the next two months and planning at least five more. Since 2004, the institute has trained more than 3,000 people in laser tattoo removal.

Silberman also started a consulting business specifically for tattoo removal start-ups last year. He says he's currently in discussions with about 50 people who are interested in opening up tattoo-removal clinics, most who have been trained to remove tattoos in one of the NLI's 3- to 14-day laser courses.

In order to open a tattoo removal clinic, indirect supervision of a doctor is required. This means that a doctor has to be available for advice, but not necessarily in the building. Some states also require the technician to be a medical professional, such as a nurse, in order to perform the procedure. Despite these barriers to entry, Silberman sees the tattoo removal business as bound to succeed.

"I would say the number one reason people want to take tattoos off is because they love them so much that they want to put on a new tattoo, but all their cool body parts are taken up by old tattoos," Silberman says. "**It made us realize, gosh, there's a market for this.**"

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